

Message Text

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61

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 RSR-01 /049 W

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 5533

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E.O. 11652: N/A

TAGS: PFOR, ETRD, BCOM, PL

SUBJECT: JOINT US-POLISH TRADE COMMISSION: THIRD SESSION

REF: (A) WARSAW 3060; (B) STATE 169259; (C) USDOC 12068

PASS COMMERCE FOR BEWT

1. IN CONNECTON WITH QUESTION POSED IN REF C, EMBASSY
WISHES TO UPDATE ITS STATUS REPORT ON ACCREDITED US
OFFICES IN POLAND (REF A.).

2. ACCORDING TO THE MINISTRY OF FOREIGN TRADE, NO US
FIRMS OTHER THAN SIX MENTIONED IN PARA 1 REF A HAVE APPLIED
FOR ACCREDIATATION. STATUS REPORT ON THSES SIX FOLLOWS:

A) MONSANTO CORP: OFFICE NOT YET OPEN.
MONSANTO EUROPE (BRUSSELS) REPRESENTATIVE KONING AND ATTORNEY
GREEN EXPECT TO VISIT WARSAW SEPT 17-19 FOR FURTHER
DISCUSSION WITH POLISH AUTHORITIES.

B) CONTROL DATA CORP: SEE REF A. CDC OFFICE MANAGER,
HERMAN SPUNDA (AUSTRIAN), RESIDES PERMANENTLY AT PENSION
ZGODA.

C) IBM: SEE REF A. IBM HAS NOT DESIGNATED RESIDENT
OFFICE MANAGER, PREFERRING TO OPERATE OFFICE FROM IBM
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ROECE HEADQUARTERS IN VIENNA.

D) SINGER CORP: SINGER HAS OPENED OFFICE IN BRISTOL HOTEL, ROOM 107. SINGER REGARDS THIS ARRANGEMENT AS TEMPORARY. SINGER OFFICE DIRECTOR HERBERT WANIOR (WEST GERMAN) HAS NOT TAKEN UP PERMANENT RESIDENCE IN POLAND DUE TO INABILITY TO LOCATE SUITABLE HOUSING FOR SELF AND FAMILY.

E) HEWLETT-PACKARD: OFFICE STILL NOT OPEN DUE TO INABILITY TO FIND SUITABLE QUARTERS. H-P TENTATIVELY DESIGNATES POLISH NATIONAL AS OFFICE DIRECTOR.

F) DOW CHEMICAL CORP: SEE REF A. DOW REPRESENTATIVE CROSSAN (AMCIT) OF DOW GMBH VIENNA WILL CONTINUE TAX TALKS WITH MINISTRY OF FINANCE SEPT 5-6 IN WARSAW. SUITABLE QUARTERS HAVE NOT YET BEEN FOUND.

3. IN ADDITION TO THOSE FIRMS CITED PARA 3 REF A, FOLLOWING COMPANIES HAVE EXPRESSED INTEREST IN OPENING OFFICES IN POLAND BUT HAVE NOT FORMALLY APPLIED:

A) MERCK AND COMPANY

B) MEMOREX

C) FIRST NATIONAL BANK OF CHICAGO

D) CHEMICAL BANK

E) SWINDELL-DRESSLER

OF THESE, MERCK HAS REPRESENTATION IN POLAND THROUGH POLISH COMMERCIAL AGENCY DIRM DYNAMO. MERCK EMPLOYS THREE DYNAMO PERSONNEL AND PAYS RENT FOR THREE ROOM SUITE IDENTIFIED AS MERCK REPRESENTATION IN POLAND. MERCK IS CONSIDERING APPLYING FOR OWN COMMERCIAL OFFICE TO BE HEADED BY SWISS NATIONAL NOW WORKING FOR MERCK, SHARP AND DOHME AG, ZURICH. MERCK WOULD NOT NECESSARILY CANCEL ITS AGENCY AGREEMENT WITH DYNAMO WERE IT TO BE ACCREDITED.

4. MINISTRY OF FOREIGN TRADE HAS INFORMED EMBASSY THAT LIMITED OFFICIAL USE

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EAST-EUROPE IMPORT EXPORT, INC., OF EITHER 381 OF 440 PARK AVENUE SOUTH, NEW YORK, HAS INFORMALLY INQUIRED ABOUT PROCEDURES FOR ACCREDITATION IN POLAND. MFT ADVISES THAT THIS COMPANY WOULD NOT RECEIVE ACCREDITATION IF APPLICATION WERE FILED, SINCE THE FIRM IN MFT'S VIEW IS STRICTLY AN AGENCY OPERATION AND DOES NOT FIT THE DEFINITION OF "US INDUSTRIAL, MANUFACTURING, EXPORT, 2-1, \$ 8.0945 :9.0-.83 " SET FORTH IN THE REPORT OF THE WORKING GROUP ON BUSINESS

FACILITIES. ALTHOUGH THIS PARTICULAR FIRM, WHICH IS INCLUDED IN THE ECONOMIC DEFENSE LIST FOR PRECAUTIONARY OF INVESTIGATIVE PURPOSES, IS IN OUR OPINION NOT SUITABLE FOR A TEST CASE, GENERAL HYPOTHETICAL QUESTION OF MFT TREATMENT OF APPLICATIONS FROM TRADING CORPORATIONS (SUCH AS SATRA) MAY BE WORTH RAISING AT JTC MEETING.

5. FULL RESPONSE TO REF C FORTHCOMING IN LATER MESSAGE.
DAVIES

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